

**SELIGMAN**

**HARVESTER:  
THE PATH TO YOUR  
SELIGMAN SOLUTION**



**WORKBOOK**

**TIMES**

**CHANGE**

**VALUES**

**ENDURE**

Stylized initials JWS, likely standing for J. &amp; W. SELIGMAN &amp; CO.

**J. & W. SELIGMAN & CO.**  
INCORPORATED  
ESTABLISHED 1864

**FIG. 1A**

# Harvester WORKBOOK

This workbook is designed to help you approximate your retirement income needs. Once you have completed the workbook, meet with your financial advisor to discuss the results. He or she can help you construct an investment strategy suited to your specific needs.

Name: \_\_\_\_\_

Date: \_\_\_\_\_

**INVESTABLE ASSETS** — Taking inventory of how much you have to invest, as well as your current asset allocation, is necessary to determine where your portfolio needs to be adjusted.

COMBINED    HUSBAND    WIFE

- a) CDs \_\_\_\_\_
- b) Money Market Funds/  
Bank Deposits \_\_\_\_\_
- c) Individual Bonds \_\_\_\_\_
- d) Individual Stocks \_\_\_\_\_
- e) Tax-Exempt Bond  
Mutual Funds \_\_\_\_\_
- f) Taxable Bond  
Mutual Funds \_\_\_\_\_
- g) Equity  
Mutual Funds \_\_\_\_\_
- h) IRA or Other  
Tax-Deferred Plans \_\_\_\_\_
- i) Other \_\_\_\_\_

D) TOTAL INVESTABLE  
ASSETS      \$ \_\_\_\_\_ \$ \_\_\_\_\_ \$ \_\_\_\_\_

Go to Page 3.  
Insert this figure in Section 6.  
Line 2 AND Section 7, Line 2

**ESTIMATED SOURCES OF INCOME** — For most retirees, the income they receive from Social Security and company-sponsored pensions will not be sufficient to sustain their lifestyle in retirement. However, if prudently utilized, your retirement account can be nicely supplemented with these sources of income. Please indicate below the MONTHLY income you and your spouse derive from each source.

COMBINED    HUSBAND    WIFE

- a) Social Security \_\_\_\_\_
- b) Pension Plan \_\_\_\_\_
- c) Monthly Survivor  
Benefit \_\_\_\_\_
- d) Fixed Annuity  
Payments \_\_\_\_\_
- e) Variable Annuity  
Payments \_\_\_\_\_
- f) Other \_\_\_\_\_

SUBTOTAL \_\_\_\_\_

Multiply monthly subtotal by 12 to arrive at:

g) TOTAL YEARLY  
INCOME      \$ \_\_\_\_\_ \$ \_\_\_\_\_ \$ \_\_\_\_\_

Go to Page 3.  
Insert this figure in Section 5, Line 2

**ESTIMATED FIXED EXPENSES ("Needs")** — Needs are your set expenses that cannot be compromised. This is the minimum amount of money required for you to live. Please indicate your MONTHLY expenses below.

- a) Mortgage/Rent \_\_\_\_\_
- b) Health Insurance \_\_\_\_\_
- c) Taxes
  - Income (federal/state, local) \_\_\_\_\_
  - Real Estate \_\_\_\_\_
- d) Car Insurance/Maintenance \_\_\_\_\_
- e) Basic Living Expenses
  - (i.e., food, clothing, etc.) \_\_\_\_\_
- f) Other
  - (i.e., home maintenance, medical costs, insurance, etc.) \_\_\_\_\_

**SUBTOTAL** \_\_\_\_\_

Multiply monthly subtotal by 12 to arrive at:

**g) TOTAL YEARLY NEEDS** \$ \_\_\_\_\_

*Insert this figure in Section 5, Line 1.*

**FLEXIBLE EXPENSES ("Wants")** — These expenses are not absolute priorities; however, they are things that improve your quality of life. If need be, these are things you can postpone or, perhaps, do without. Please indicate your MONTHLY expenses below.

- a) Travel \_\_\_\_\_
- b) Dining/Entertainment \_\_\_\_\_
- c) Gifts to Charity \_\_\_\_\_
- d) Gifts to Children/Grandchildren \_\_\_\_\_
- e) New Car \_\_\_\_\_
- f) Hobbies \_\_\_\_\_
- g) Other \_\_\_\_\_

**SUBTOTAL** \_\_\_\_\_

Multiply monthly subtotal by 12 to arrive at:

**h) TOTAL YEARLY WANTS** \$ \_\_\_\_\_

*Insert this figure in Section 7, Line 1.*

#### **ESTIMATE YOUR "NET NEED"**

1. TOTAL "NEEDS" (Section 3, Line "g")

*minus*

2. TOTAL COMBINED INCOME  
(Section 2, Line "g")

**3. ESTIMATED NET NEED**

*Insert this figure  
in Section 6, Line 1, below.* \$ \_\_\_\_\_

#### **ESTIMATE YOUR FIXED-DOLLAR "NEED" RELATIVE TO YOUR ASSETS**

1. NET NEED (estimated from Section 5)

*divided by*

2. TOTAL INVESTABLE ASSETS  
(Section 1, Line "j")

**3. ESTIMATED NET FIXED-DOLLAR NEED AS A PERCENT OF TOTAL ASSETS**

*Insert this figure  
in Section 8, Line 1, below.* % \_\_\_\_\_

#### **ESTIMATE YOUR FIXED-PERCENT "WANTS" RELATIVE TO YOUR ASSETS**

1. TOTAL "WANTS"  
(Section 4, Line "h")

*divided by*

2. TOTAL INVESTABLE ASSETS  
(Section 1, Line "j")

**3. ESTIMATED WANTS AS A PERCENT OF TOTAL ASSETS**

*Insert this figure  
in Section 8, Line 2, below.* % \_\_\_\_\_

#### **DETERMINE YOUR TOTAL NET NEEDS PLUS WANTS**

1. ESTIMATED NET FIXED-DOLLAR NEED AS A PERCENT OF TOTAL ASSETS  
(Section 6, Line "3")

*plus*

2. ESTIMATED WANTS AS A PERCENT OF TOTAL ASSETS  
(Section 7, Line "3")

**3. TOTAL NET NEED PLUS WANTS**

% \_\_\_\_\_

# HARVESTER PROPOSAL REQUEST FORM

## How to Generate a Harvester Proposal for Your Client

1. Review the completed Harvester Workbook with your client and revise the information as necessary.
2. Complete this form and fax it along with the Workbook sheets

Seligman will notify you upon receipt of your request and schedule an appointment to review the proposal at your earliest convenience.

If you have any questions about generating a Harvester proposal, please contact your Seligman Sales Professional



## Financial Advisor Information

Name \_\_\_\_\_ Title \_\_\_\_\_  
Rep Number \_\_\_\_\_ Firm \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

## Client Information

In addition to providing client names, please indicate how you wish your clients to be addressed in the proposal by checking the appropriate courtesy titles.

Mr.       Ms.  
 Messrs.       Miss  
 Mrs.       Mr. and Mrs.

Mr.       Ms.  
 Messrs.       Miss  
 Mrs.       Mr. and Mrs.

Name \_\_\_\_\_ Name \_\_\_\_\_

## Your Harvester Recommendation

### Select a Withdrawal Strategy (total cannot exceed 12%)

\_\_\_\_ % fixed-dollar  
\_\_\_\_ % fixed-percentage

### Select a Harvester Portfolio

- Harvester 30-60-10
- Harvester 40-50-10
- Harvester 50-40-10
- Harvester 55-35-10
- Harvester 60-30-10
- Harvester 65-25-10
- Harvester 70-20-10
- Harvester 75-15-10
- Harvester 80-10-10

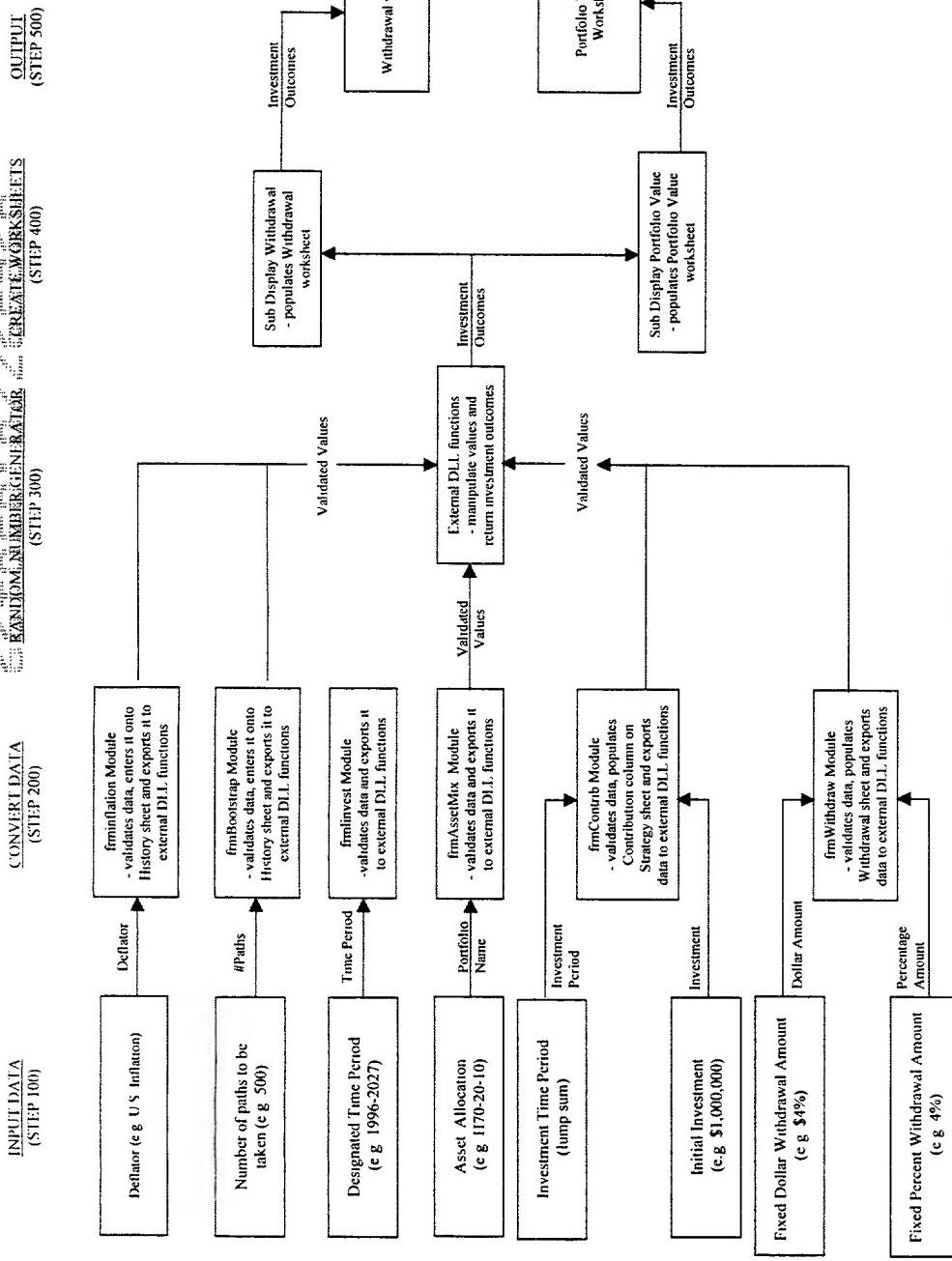


FIG. 3

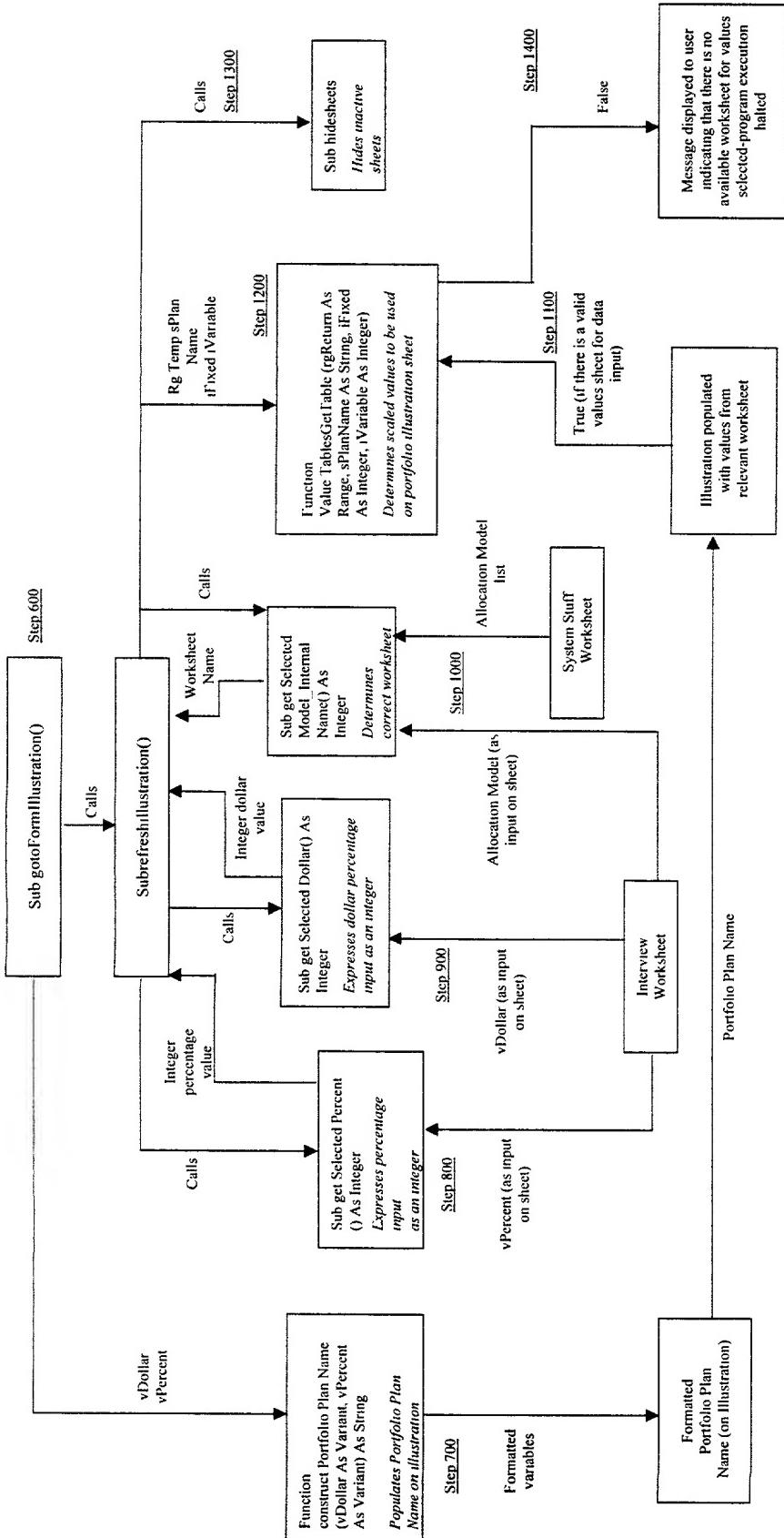


FIG. 4

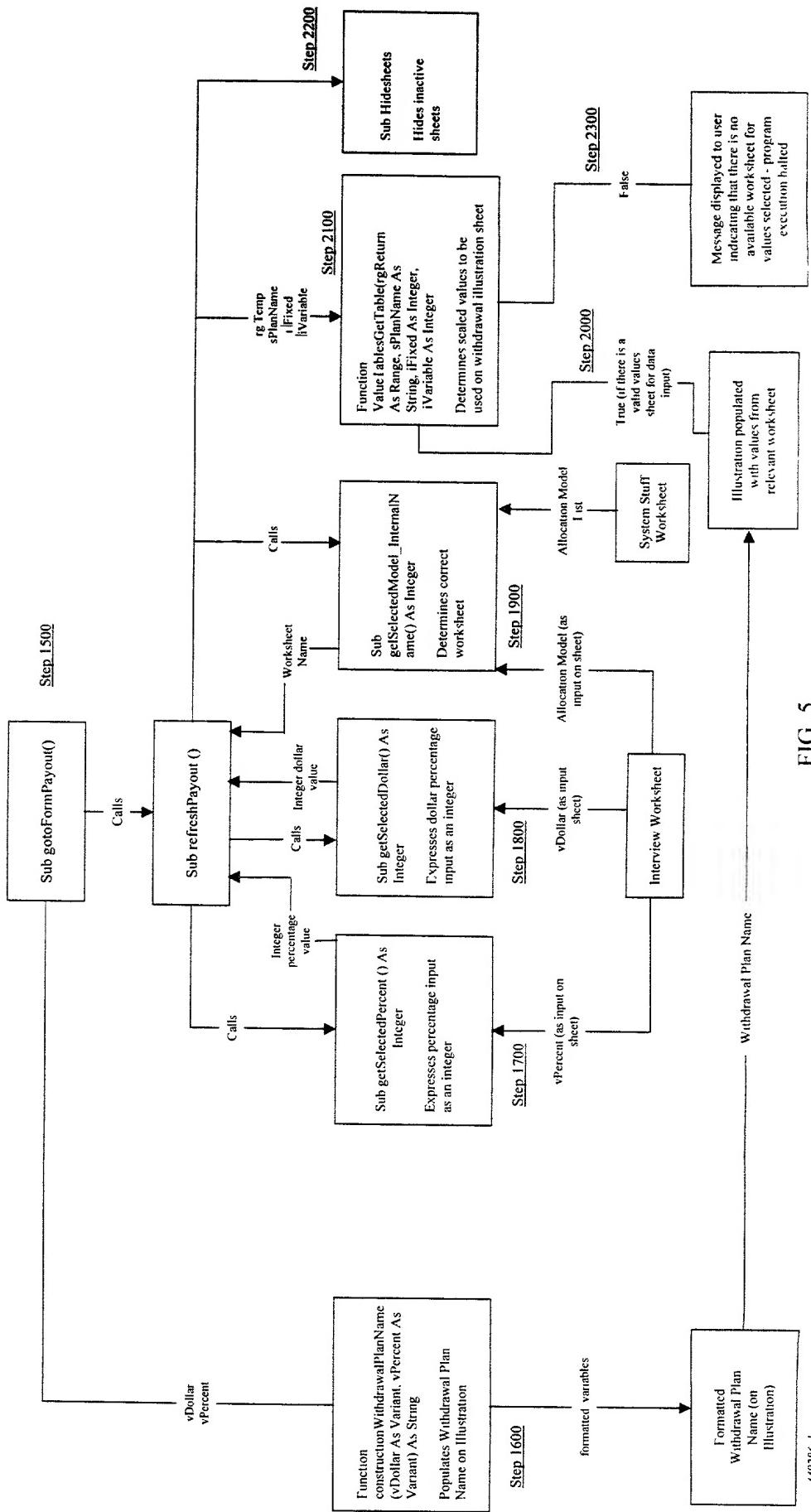


FIG. 5

# SELIGMAN



Hypothetical  
Illustration

## SELIGMAN HARVESTER

Prepared For:  
Date Prepared:  
Initial Investment:

Mr. & Mrs. M.T. Nester

12/18/98

\$1,000,000

**6% Fixed Dollar Withdrawal**

(Percent of initial investment)  
(indexed to inflation)

**2% Fixed Percent Withdrawal**

(Percent of each year's portfolio value)

**Asset Allocation: H 60-30-10**

<b><u>60% Equity</u></b>	<b><u>30% Bonds</u></b>	<b><u>10% Cash</u></b>
35% U.S. Large-Cap Stocks	30% U.S. Corporate Bonds	10% U.S. Treasury Bills
10% U.S. Small-Cap Stocks		
15% International Large-Cap Stocks		

Prepared by:

Trusted Financial Advisor

Seligman Financial Services has supplied this illustration in response to the request of a specific client, and it has been prepared to meet that client's special instructions. It may not be reproduced or used in verbal or written form with other clients. This hypothetical illustration is not a forecast or a projection of future results; it is based on the Monte Carlo Statistical Technique which uses historical data from 1950 to 1997 (in random order) on various asset allocation and withdrawal strategies. The resulting hypothetical returns are based on asset class returns, not specific fund returns. A more detailed explanation of the Monte Carlo Statistical Technique is available by calling Seligman Financial Services at 800-221-2783.

This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.

FIG. 6A

S E L I G M A N



Hypothetical  
Illustratio

# S E L I G M A N H A R V E S T E R

Prepared for:  
Prepared by:  
Date Prepared:  
Portfolio:  
Withdrawal Plan:

Mr. & Mrs. M.T. Nester
Trusted Financial Advisor
12/18/98
H 60-30-10
6% of initial investment increased each year by prior year's change in CPI, and 2% prior year-end portfolio value

Initial Investment:	\$1,000,000
Fixed-Dollar Withdrawal: (indexed for inflation)	\$60,000
Fixed-Percent Withdrawal:	2%

## Hypothetical Portfolio Value\*

Year-end	worst		median			best	
	10%	25%	33.3%	50%	33.3%	25%	10%
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435
2	\$850,918	\$944,880	\$982,461	\$1,057,331	\$1,126,935	\$1,165,257	\$1,265,272
3	\$824,151	\$939,876	\$988,487	\$1,076,537	\$1,168,756	\$1,223,946	\$1,361,180
4	\$800,394	\$932,463	\$990,231	\$1,098,422	\$1,216,470	\$1,283,362	\$1,456,457
5	\$768,475	\$922,589	\$990,935	\$1,118,759	\$1,263,042	\$1,337,338	\$1,554,676
6	\$732,195	\$909,642	\$991,877	\$1,146,161	\$1,305,702	\$1,390,268	\$1,644,182
7	\$700,209	\$899,173	\$992,040	\$1,161,595	\$1,347,509	\$1,457,015	\$1,747,829
8	\$661,306	\$885,381	\$982,734	\$1,171,321	\$1,381,594	\$1,509,554	\$1,856,002
9	\$615,379	\$860,045	\$967,962	\$1,184,430	\$1,419,805	\$1,556,845	\$1,957,407
10	\$566,358	\$827,028	\$955,164	\$1,193,938	\$1,455,207	\$1,622,201	\$2,094,930
11	\$504,172	\$802,324	\$939,743	\$1,198,744	\$1,484,781	\$1,669,687	\$2,218,841
12	\$437,575	\$760,936	\$912,278	\$1,199,617	\$1,527,180	\$1,742,782	\$2,343,367
13	\$366,411	\$710,816	\$884,135	\$1,198,449	\$1,567,807	\$1,793,033	\$2,487,663
14	\$276,430	\$657,628	\$835,265	\$1,193,484	\$1,594,289	\$1,871,025	\$2,647,814
15	\$171,845	\$595,631	\$790,903	\$1,177,056	\$1,618,199	\$1,939,594	\$2,803,478
16	\$52,423	\$522,914	\$732,166	\$1,151,612	\$1,627,443	\$1,985,440	\$2,973,473
17	\$0	\$435,351	\$663,157	\$1,126,536	\$1,659,522	\$2,047,126	\$3,139,024
18	\$0	\$341,800	\$593,386	\$1,076,096	\$1,699,076	\$2,080,982	\$3,323,710
19	\$0	\$224,865	\$496,243	\$1,033,100	\$1,705,136	\$2,133,980	\$3,520,748
20	\$0	\$98,386	\$392,148	\$989,280	\$1,727,174	\$2,186,380	\$3,762,233
21	\$0	\$0	\$273,373	\$923,105	\$1,703,988	\$2,253,701	\$3,975,705
22	\$0	\$0	\$143,667	\$844,825	\$1,711,708	\$2,310,783	\$4,234,921
23	\$0	\$0	\$0	\$756,668	\$1,707,092	\$2,364,316	\$4,457,672
24	\$0	\$0	\$0	\$643,307	\$1,675,231	\$2,388,383	\$4,669,336
25	\$0	\$0	\$0	\$530,677	\$1,638,605	\$2,470,251	\$5,055,213
26	\$0	\$0	\$0	\$390,169	\$1,613,535	\$2,523,686	\$5,349,681
27	\$0	\$0	\$0	\$225,483	\$1,589,209	\$2,515,169	\$5,703,970
28	\$0	\$0	\$0	\$58,317	\$1,537,250	\$2,572,615	\$5,988,614
29	\$0	\$0	\$0	\$0	\$1,476,118	\$2,615,649	\$6,451,418
30	\$0	\$0	\$0	\$0	\$1,390,051	\$2,638,417	\$6,820,765

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.

FIG. 6B

# SELIGMAN



Hypothetic  
Illustrative

## SELIGMAN HARVESTER

Prepared for:

Mr. & Mrs. M.T. Nester

Prepared by:

Trusted Financial Advisor

Date Prepared:

12/18/98

Portfolio:

H 60-30-10

Withdrawal Plan:

6% of initial investment increased each year by prior  
year's change in CPI, and 2% prior year-end portfolio  
value

Initial Investment: \$1,000,000

Fixed-Dollar Withdrawal:  
(indexed for inflation) \$60,000

Fixed-Percent Withdrawal: 2%

### Hypothetical Withdrawal Value in Constant Dollars\*

Year	worst			median			best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
2	\$76,854	\$78,204	\$78,626	\$79,936	\$80,814	\$81,471	\$82,560	
3	\$75,242	\$77,335	\$78,170	\$79,648	\$81,128	\$81,921	\$83,915	
4	\$73,994	\$76,504	\$77,535	\$79,322	\$81,116	\$82,129	\$84,978	
5	\$72,966	\$75,655	\$76,827	\$78,969	\$81,145	\$82,451	\$85,946	
6	\$71,949	\$74,905	\$76,174	\$78,580	\$81,086	\$82,618	\$86,552	
7	\$70,868	\$74,039	\$75,535	\$78,198	\$81,037	\$82,629	\$87,240	
8	\$69,969	\$73,346	\$74,876	\$77,775	\$80,949	\$82,864	\$88,038	
9	\$68,954	\$72,515	\$74,212	\$77,257	\$80,650	\$82,896	\$88,914	
10	\$67,916	\$71,624	\$73,344	\$76,799	\$80,507	\$82,848	\$89,338	
11	\$66,897	\$70,853	\$72,593	\$76,250	\$80,333	\$82,900	\$90,047	
12	\$65,924	\$70,082	\$71,966	\$75,691	\$79,960	\$82,593	\$91,088	
13	\$64,919	\$69,035	\$71,057	\$75,191	\$79,817	\$82,810	\$91,669	
14	\$63,787	\$68,169	\$70,198	\$74,629	\$79,571	\$82,679	\$92,775	
15	\$62,630	\$67,108	\$69,415	\$73,986	\$79,193	\$82,739	\$93,580	
16	\$61,445	\$66,330	\$68,551	\$73,393	\$78,725	\$82,622	\$94,359	
17	\$11,174	\$65,278	\$67,577	\$72,654	\$78,252	\$82,223	\$95,172	
18	\$0	\$64,217	\$66,681	\$71,741	\$77,900	\$82,227	\$96,108	
19	\$0	\$63,102	\$65,669	\$70,789	\$77,609	\$82,038	\$96,848	
20	\$0	\$61,918	\$64,643	\$70,051	\$76,900	\$81,822	\$97,539	
21	\$0	\$34,434	\$63,497	\$69,244	\$76,382	\$81,677	\$98,917	
22	\$0	\$0	\$62,322	\$68,270	\$75,866	\$81,517	\$99,248	
23	\$0	\$0	\$58,933	\$67,294	\$75,516	\$81,407	\$100,515	
24	\$0	\$0	\$0	\$66,313	\$74,921	\$81,320	\$102,194	
25	\$0	\$0	\$0	\$65,342	\$74,447	\$81,112	\$102,472	
26	\$0	\$0	\$0	\$64,251	\$73,548	\$80,769	\$103,462	
27	\$0	\$0	\$0	\$63,153	\$72,989	\$80,404	\$105,151	
28	\$0	\$0	\$0	\$61,995	\$72,404	\$79,724	\$105,939	
29	\$0	\$0	\$0	\$40,285	\$71,707	\$79,715	\$106,674	
30	\$0	\$0	\$0	\$0	\$70,991	\$79,369	\$107,760	

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.

FIG. 6C

S E L I G M A N



Hypothetical  
Illustration

S E L I G M A N H A R V E S T E R

Prepared For:  
Date Prepared:  
Initial Investment:

Mr. & Mrs. M.T. Nester

12/18/98

\$1,000,000

**8% Fixed Dollar Withdrawal**

(Percent of initial investment)

(indexed to inflation)

**0% Fixed Percent Withdrawal**

(Percent of each year's portfolio value)

**Asset Allocation: H 60-30-10**

60% Equity  
35% U.S. Large-Cap Stocks  
10% U.S. Small-Cap Stocks  
15% International Large-Cap Stocks

30% Bonds  
30% U.S. Corporate Bonds

10% Cash  
10% U.S. Treasury Bills

Prepared by:

Trusted Financial Advisor

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This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.

FIG. 7A

# SELIGMAN



Hypothetical  
Illustratio

## SELIGMAN HARVESTER

Prepared for:	Mr. & Mrs. M.T. Nester
Prepared by:	Trusted Financial Advisor
Date Prepared:	12/18/98
Portfolio:	H 60-30-10
Withdrawal Plan:	8% of initial investment increased each year by prior year's change in CPI, and 0% prior year-end portfolio value

Initial Investment:	\$1,000,000
Fixed-Dollar Withdrawal: (indexed for inflation)	\$80,000
Fixed-Percent Withdrawal:	0%

Hypothetical Portfolio Value\*

Year-end	worst		median				best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435	
2	\$849,057	\$943,546	\$981,007	\$1,057,215	\$1,127,475	\$1,165,573	\$1,266,537	
3	\$815,181	\$934,992	\$986,064	\$1,075,431	\$1,170,269	\$1,226,800	\$1,365,675	
4	\$785,819	\$923,056	\$984,303	\$1,094,434	\$1,218,632	\$1,287,213	\$1,468,546	
5	\$745,958	\$907,972	\$978,490	\$1,114,935	\$1,264,265	\$1,343,392	\$1,571,719	
6	\$697,494	\$888,493	\$975,143	\$1,137,473	\$1,308,079	\$1,394,798	\$1,668,481	
7	\$652,250	\$868,743	\$969,068	\$1,146,129	\$1,345,226	\$1,469,682	\$1,778,619	
8	\$594,612	\$838,628	\$951,030	\$1,153,562	\$1,385,941	\$1,523,157	\$1,903,712	
9	\$529,475	\$795,602	\$919,423	\$1,159,347	\$1,419,886	\$1,582,890	\$2,018,682	
10	\$449,512	\$748,268	\$892,475	\$1,159,634	\$1,458,675	\$1,639,571	\$2,176,909	
11	\$359,435	\$696,262	\$856,076	\$1,151,157	\$1,482,678	\$1,701,569	\$2,324,542	
12	\$250,114	\$622,261	\$808,348	\$1,145,369	\$1,518,579	\$1,768,017	\$2,457,949	
13	\$127,644	\$544,590	\$749,274	\$1,128,334	\$1,558,840	\$1,831,698	\$2,648,669	
14	\$0	\$449,789	\$676,562	\$1,100,921	\$1,580,883	\$1,909,881	\$2,839,252	
15	\$0	\$338,520	\$587,271	\$1,066,011	\$1,601,314	\$1,977,959	\$3,033,729	
16	\$0	\$207,620	\$480,967	\$1,001,849	\$1,608,024	\$2,009,015	\$3,249,732	
17	\$0	\$55,897	\$363,261	\$950,828	\$1,624,107	\$2,088,877	\$3,484,713	
18	\$0	\$0	\$226,957	\$866,949	\$1,640,546	\$2,129,294	\$3,716,335	
19	\$0	\$0	\$61,203	\$783,521	\$1,629,220	\$2,193,543	\$3,978,596	
20	\$0	\$0	\$0	\$672,299	\$1,616,114	\$2,244,252	\$4,319,594	
21	\$0	\$0	\$0	\$549,180	\$1,615,858	\$2,337,112	\$4,667,577	
22	\$0	\$0	\$0	\$394,465	\$1,572,527	\$2,374,242	\$5,013,552	
23	\$0	\$0	\$0	\$219,237	\$1,525,456	\$2,437,533	\$5,484,194	
24	\$0	\$0	\$0	\$16,017	\$1,478,593	\$2,473,907	\$5,846,923	
25	\$0	\$0	\$0	\$0	\$1,433,418	\$2,572,333	\$6,336,589	
26	\$0	\$0	\$0	\$0	\$1,357,268	\$2,608,380	\$6,752,117	
27	\$0	\$0	\$0	\$0	\$1,240,488	\$2,651,684	\$7,327,322	
28	\$0	\$0	\$0	\$0	\$1,120,305	\$2,728,876	\$7,899,809	
29	\$0	\$0	\$0	\$0	\$982,858	\$2,765,225	\$8,707,062	
30	\$0	\$0	\$0	\$0	\$794,809	\$2,751,469	\$9,305,635	

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.

FIG. 7B

# SELIGMAN



Hypothetic  
Illustrative

## SELIGMAN HARVESTER

Prepared for:	Mr. & Mrs. M.T. Nester
Prepared by:	Trusted Financial Advisor
Date Prepared:	12/18/98
Portfolio:	H 60-30-10
Withdrawal Plan:	8% of initial investment increased each year by prior year's change in CPI, and 0% prior year-end portfolio value

Initial Investment:	\$1,000,000
Fixed-Dollar Withdrawal: (indexed for inflation)	\$80,000
Fixed-Percent Withdrawal:	0%

Hypothetical Withdrawal Value in Constant Dollars\*

Year	worst				median				best			
	10%	25%	33.3%	50%	33.3%	25%	10%	10%	33.3%	25%	10%	10%
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
2	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
3	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
4	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
5	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
6	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
7	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
8	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
9	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
10	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
11	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
12	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
13	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
14	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
15	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
16	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
17	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
18	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
19	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
20	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
21	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
22	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
23	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
24	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
25	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
26	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
27	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
28	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
29	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
30	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.

FIG. 7C

# SELIGMAN



Hypothetical  
Illustration

## SELIGMAN HARVESTER

Prepared For:  
Date Prepared:  
Initial Investment:

Mr. & Mrs. M.T. Nester  
12/18/98  
\$1,000,000

**4% Fixed Dollar Withdrawal**

(Percent of initial investment)  
(indexed to inflation)

**4% Fixed Percent Withdrawal**

(Percent of each year's portfolio value)

**Asset Allocation: H 60-30-10**

<u>60% Equity</u>	<u>30% Bonds</u>	<u>10% Cash</u>
35% U.S. Large-Cap Stocks	30% U.S. Corporate Bonds	10% U.S. Treasury Bills
10% U.S. Small-Cap Stocks		
15% International Large-Cap Stocks		

Prepared by:

Trusted Financial Advisor

Seligman Financial Services has supplied this illustration in response to the request of a specific client, and it has been prepared to meet that client's special instructions. It may not be reproduced or used in verbal or written form with other clients. This hypothetical illustration is not a forecast or a projection of future results; it is based on the Monte Carlo Statistical Technique which uses historical data from 1950 to 1997 (in random order) on various asset allocation and withdrawal strategies. The resulting hypothetical returns are based on asset class returns, not specific fund returns. A more detailed explanation of the Monte Carlo Statistical Technique is available by calling Seligman Financial Services at 800-221-2783.

This hypothetical must be accompanied by each recommended Fund's current prospectus, which contains more complete information about sales charges, expenses, and risk factors. Each Fund's rate of return will vary, and the principal value of an investment in any Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost.

Although common stocks have produced higher historical returns, they may subject principal to greater risk than other types of investments. The stocks of smaller companies may be subject to above-average market fluctuations. There are specific risks associated with global investing, such as currency fluctuations, foreign taxation, differences in financial reporting practices, and changes in political conditions. The securities in which Seligman High-Yield Bond Fund invests are subject to a greater risk of loss of principal and interest than higher rated investment-grade bonds.

FIG. 8A

# SELIGMAN



Hypothetic  
Illustrative

## SELIGMAN HARVESTER

Prepared for:

**Mr. & Mrs. M.T. Nester**

Prepared by:

**Trusted Financial Advisor**

Date Prepared:

**12/18/98**

Portfolio:

**H 60-30-10**

Withdrawal Plan:

**4% of initial investment increased each year by prior year's change in CPI, and 4% prior year-end portfolio value**

Initial Investment:	<b>\$1,000,000</b>
Fixed-Dollar Withdrawal: (indexed for inflation)	<b>\$40,000</b>
Fixed-Percent Withdrawal:	<b>4%</b>

### Hypothetical Portfolio Value\*

Year-end	worst			median			best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$882,191	\$944,876	\$977,423	\$1,031,518	\$1,081,649	\$1,100,949	\$1,165,435	
2	\$854,148	\$947,259	\$983,210	\$1,058,242	\$1,127,255	\$1,164,633	\$1,262,505	
3	\$832,040	\$944,125	\$992,674	\$1,078,583	\$1,168,787	\$1,220,847	\$1,354,554	
4	\$813,830	\$942,149	\$996,732	\$1,103,022	\$1,213,692	\$1,278,930	\$1,446,897	
5	\$792,324	\$939,173	\$1,001,646	\$1,123,023	\$1,261,972	\$1,331,428	\$1,536,272	
6	\$763,249	\$934,215	\$1,009,555	\$1,153,922	\$1,304,627	\$1,382,618	\$1,619,465	
7	\$740,373	\$928,895	\$1,016,657	\$1,172,252	\$1,345,685	\$1,446,462	\$1,712,025	
8	\$720,340	\$922,629	\$1,017,896	\$1,186,507	\$1,383,094	\$1,500,436	\$1,813,004	
9	\$692,723	\$913,218	\$1,015,463	\$1,205,470	\$1,420,790	\$1,543,199	\$1,909,331	
10	\$666,793	\$894,486	\$1,011,785	\$1,222,233	\$1,459,561	\$1,601,396	\$2,020,531	
11	\$631,151	\$890,654	\$1,012,360	\$1,239,880	\$1,495,167	\$1,653,321	\$2,142,377	
12	\$592,035	\$868,177	\$1,001,223	\$1,254,233	\$1,541,491	\$1,719,287	\$2,249,344	
13	\$548,372	\$851,092	\$990,277	\$1,264,482	\$1,578,244	\$1,770,188	\$2,375,271	
14	\$497,012	\$823,377	\$969,833	\$1,273,279	\$1,615,114	\$1,851,364	\$2,509,797	
15	\$446,497	\$795,993	\$960,710	\$1,276,561	\$1,645,930	\$1,910,680	\$2,631,546	
16	\$389,354	\$755,366	\$931,178	\$1,274,595	\$1,669,088	\$1,958,243	\$2,749,933	
17	\$317,065	\$722,276	\$899,193	\$1,272,681	\$1,705,591	\$2,010,308	\$2,892,300	
18	\$246,797	\$678,588	\$862,419	\$1,265,259	\$1,750,146	\$2,064,261	\$3,031,773	
19	\$164,273	\$623,210	\$823,055	\$1,242,800	\$1,767,594	\$2,122,473	\$3,160,155	
20	\$72,176	\$558,492	\$785,203	\$1,231,574	\$1,787,969	\$2,165,047	\$3,353,314	
21	\$0	\$495,531	\$727,907	\$1,218,260	\$1,812,213	\$2,227,575	\$3,504,660	
22	\$0	\$423,888	\$660,861	\$1,189,019	\$1,825,809	\$2,288,277	\$3,704,715	
23	\$0	\$343,031	\$589,888	\$1,139,912	\$1,859,426	\$2,321,176	\$3,868,713	
24	\$0	\$253,429	\$506,466	\$1,107,115	\$1,882,761	\$2,386,618	\$4,007,877	
25	\$0	\$149,622	\$425,168	\$1,064,177	\$1,893,299	\$2,481,868	\$4,236,930	
26	\$0	\$35,989	\$322,038	\$999,625	\$1,896,900	\$2,501,464	\$4,460,488	
27	\$0	\$0	\$215,356	\$950,829	\$1,906,208	\$2,526,858	\$4,700,890	
28	\$0	\$0	\$89,142	\$891,375	\$1,901,023	\$2,600,253	\$4,903,494	
29	\$0	\$0	\$0	\$812,882	\$1,889,317	\$2,663,850	\$5,167,591	
30	\$0	\$0	\$0	\$710,135	\$1,879,119	\$2,714,387	\$5,345,616	

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested.

FIG. 8B

# SELIGMAN



Hypothetic  
Illustration

## SELIGMAN HARVESTER

Prepared for:

**Mr. & Mrs. M.T. Nester**

Prepared by:

**Trusted Financial Advisor**

Date Prepared:

**12/18/98**

Portfolio:

**H 60-30-10**

Withdrawal Plan:

**4% of initial investment increased each year by prior year's change in CPI, and 4% prior year-end portfolio value**

Initial Investment:

**\$1,000,000**

Fixed-Dollar Withdrawal:  
(indexed for inflation)

**\$40,000**

Fixed-Percent Withdrawal:

**4%**

### Hypothetical Withdrawal Value in Constant Dollars\*

Year	worst				median		best	
	10%	25%	33.3%	50%	33.3%	25%	10%	
1	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	
2	\$73,709	\$76,407	\$77,251	\$79,871	\$81,627	\$82,942	\$85,120	
3	\$70,612	\$74,711	\$76,427	\$79,301	\$82,227	\$83,790	\$87,748	
4	\$68,220	\$73,154	\$75,175	\$78,685	\$82,156	\$84,162	\$89,722	
5	\$66,350	\$71,659	\$73,863	\$77,988	\$82,211	\$84,780	\$91,486	
6	\$64,652	\$70,256	\$72,670	\$77,276	\$82,027	\$85,031	\$92,553	
7	\$62,791	\$68,780	\$71,516	\$76,621	\$82,026	\$85,050	\$93,835	
8	\$61,135	\$67,552	\$70,391	\$75,949	\$81,772	\$85,358	\$94,916	
9	\$59,507	\$66,207	\$69,311	\$74,913	\$81,282	\$85,279	\$96,443	
10	\$57,778	\$64,948	\$68,073	\$74,210	\$80,886	\$85,157	\$97,037	
11	\$56,488	\$63,515	\$66,826	\$73,242	\$80,594	\$85,077	\$97,893	
12	\$54,929	\$62,375	\$65,660	\$72,393	\$79,844	\$84,710	\$99,663	
13	\$53,470	\$60,819	\$64,305	\$71,642	\$79,864	\$84,865	\$100,506	
14	\$52,021	\$59,471	\$63,044	\$70,691	\$79,271	\$84,485	\$102,038	
15	\$50,331	\$58,132	\$62,013	\$69,759	\$78,630	\$84,663	\$102,845	
16	\$48,648	\$56,844	\$60,682	\$68,721	\$77,830	\$84,080	\$103,732	
17	\$47,159	\$55,422	\$59,285	\$67,484	\$77,209	\$83,619	\$104,615	
18	\$45,430	\$53,919	\$57,941	\$66,273	\$76,565	\$83,523	\$105,872	
19	\$43,735	\$52,658	\$56,687	\$65,212	\$75,874	\$83,431	\$107,049	
20	\$42,163	\$51,203	\$55,187	\$64,052	\$75,017	\$82,701	\$107,592	
21	\$12,269	\$49,683	\$53,766	\$62,682	\$74,102	\$82,217	\$109,439	
22	\$0	\$48,155	\$52,251	\$61,585	\$73,368	\$81,621	\$109,644	
23	\$0	\$46,650	\$50,770	\$60,354	\$72,731	\$81,400	\$111,278	
24	\$0	\$45,083	\$49,252	\$58,947	\$71,806	\$81,444	\$111,363	
25	\$0	\$43,561	\$47,618	\$57,665	\$70,733	\$80,685	\$110,667	
26	\$0	\$41,873	\$46,073	\$56,310	\$70,256	\$80,216	\$113,192	
27	\$0	\$5,339	\$44,530	\$55,127	\$69,531	\$79,646	\$114,277	
28	\$0	\$0	\$42,806	\$53,808	\$68,229	\$78,757	\$113,510	
29	\$0	\$0	\$30,254	\$52,381	\$67,433	\$78,015	\$114,007	
30	\$0	\$0	\$0	\$50,863	\$66,205	\$77,682	\$115,656	

\* Does not reflect the effect of income taxes or taxes on capital gains. Assumes all dividends and capital gains were reinvested. Withdrawals are deflated by the increase in the actual CPI for each hypothetical result.

FIG. 8C